



*100 Years of Excellence*

**KAUFMAN ORGANIZATION**

VISION FOR THE FUTURE



Setting the standard for quality  
leasing, management and ownership  
of commercial real estate.



## History of the Kaufman Organization

A cornerstone of New York's Fashion Center, the Kaufman Organization began in 1909 when Samuel Kaufman decided to move his clothing business out of New York's crowded Lower East Side. By the early 1920's, Kaufman was actively involved in developing major properties that served to draw hundreds of garment businesses up to the now world famous Fashion Center of Manhattan's West 30's. Initially, he built 462/470 Seventh Avenue and developed other properties along West 35th Street. Through World War II, the organization continued its expansion with the addition of several large buildings including 519 Eighth Avenue, 22 and 111 West 19th Street and 450 Seventh Avenue, our current headquarters. At the time of Samuel Kaufman's death in 1950, the Kaufman Organization had grown from a small garment business on the Lower East Side into a well-respected force in New York real estate.

The Kaufman Organization began a second major expansion stage in the late 1950's, when our current chairman George Kaufman assumed leadership of the company. Under his guidance, the Kaufman Organization acquired several key properties including the Columbia Pictures building, the McGraw Hill building, 460 West 34th Street, the Surrey Hotel, 555 West 57th Street, 520 Eighth Avenue, 40 Worth Street and 1560 Broadway. In addition, the company successfully converted 10 high profile residential properties in Manhattan and Westchester to cooperative ownership, built shopping centers in Delaware and Ohio, acquired 12 properties in Westchester and New York's outer boroughs, and purchased the prominent Kaufman Astoria Studios in Queens. Even with subsequent sales, the Kaufman Organization portfolio has grown considerably. Today, the portfolio includes almost 40 properties, comprising approximately 5 million square feet of space that is either owned or managed by the Kaufman team.

## Executive Bios



### George S. Kaufman

Mr. Kaufman is the Chairman of the Kaufman Organization and has been active in the real estate industry for over 40 years. In this capacity, he is responsible for guiding the company in the development, financing, leasing and overall management of major office buildings, shopping centers, strip malls and residential buildings in the greater New York metropolitan area.

Mr. Kaufman is the owner and President of the Kaufman Astoria Studios. Mr. Kaufman is on the board of trustees of numerous philanthropic and civic organizations including the Whitney Museum, the Fashion Institute of Technology, The Real Estate Board of New York, the American Museum of the Moving Image and the New York City Partnership. In addition, he is the Chairman of the Fashion Center Business Improvement District.

Mr. Kaufman served as a Lieutenant during the Korean War and holds a bachelor's degree from Ohio State University and a master's degree from New York University.



### Steven J. Kaufman

Mr. Kaufman is the President of the Kaufman Organization and has been involved in New York real estate since 1971. He supervises the ownership, management and leasing of several Manhattan properties in the Kaufman portfolio including 450 Seventh Avenue, 462 Seventh Avenue and 470 Seventh Avenue. In addition, he is a partner in Kaufman Leasing Company LLC, the main brokerage arm of the Kaufman Organization.

Mr. Kaufman is on the Board of Directors of the 34th Street Partnership and is a founding member of the Fashion Center Business Improvement District. He is also an active member of The Real Estate Board of New York and the Young Men's/Women's Real Estate Association.

Mr. Kaufman is a graduate of Boston University.



### Edward J. Hart

Mr. Hart is the Chief Executive Officer of the Kaufman Organization and the managing partner in many of its key properties since joining the firm in 1966. In this capacity, he is responsible for the development, financing, leasing and overall management of office buildings, shopping centers, strip malls and residential buildings in the greater New York/New Jersey metropolitan area.

Mr. Hart is a member of the 34th Street Partnership BID and The Real Estate Board of New York. He is also an active board member of the Downtown New Rochelle BID of which he is a founding member. He has a long history of close involvement in numerous charitable and community organizations in the Manhattan/Long Island areas and currently serves on the Corporate Source Board of Directors, a division of Young Adult Institute.

Mr. Hart is a graduate of St. Francis College in Brooklyn.



## Michael J. Giglio

Mr. Giglio is the Chief Financial Officer and Director of Acquisitions of the Kaufman Organization and has been active in the real estate industry for over 26 years. In this capacity, Mr. Giglio is responsible for directing asset management, acquisitions, finance and accounting operations of the Kaufman Organization.

Previously Mr. Giglio served as the VP of Finance for First Service Williams, Newmark Knight Frank and Solow Realty. Mr. Giglio also served as CFO of Murray Hill Properties and Director of Acquisitions and Asset Management for the Andalex Group. His public career included experience with Ernst & Young's real estate practice in its New York office.

Largely due to Mr. Giglio's institutional relationships and reporting expertise, each of Mr. Giglio's positions serving institutional investors directly resulted in significant portfolio growth. In a notable recent institutional transaction for the Kaufman Organization, Mr. Giglio was responsible for directing seller due diligence and all financial reporting aspects for a building sale that closed on June 27, 2007. The sale occurred at the market's peak and resulted in a net profit of over \$60 million on invested capital of \$22 million for a 20 month period.

Mr. Giglio is a member of the Board of Directors and serves as the Treasurer for the New York City Co-Op in which he resides. He is a graduate of Manhattan College and holds a B.S. in Business Administration with a major in Accounting, a minor in Information Systems and a concentration in engineering.

In addition, Mr. Giglio serves on the Real Estate Committee for the New York State Society of CPA's and is a member in good standing with the American Institute of Certified Public Accountants. Mr. Giglio is a CPA licensed in NY State and holds a NY State real estate salespersons license.



## Grant Greenspan

Mr. Greenspan is a Principal for the Kaufman Organization and has been a commercial real estate broker in New York City since 1986. In this capacity, Greenspan manages the firm's brokerage leasing division and directs all promotional and agency brokerage activity for the company.

Greenspan currently oversees a portfolio of over 2 million sq. ft. of office space throughout New York City and helps manage over 5 million sq. ft. of the Kaufman Organization's overall portfolio. In addition to his leasing responsibilities, Greenspan oversees the third-party management of several properties in the Midtown West and South areas of Manhattan.

Under Greenspan's leadership, the company has developed a unique strategy for clients that have resulted in owners increasing their property values through repositioning tenants by creating specialty buildings in Manhattan.

He is a member of the Real Estate Board of New York and actively serves on the Loft and Secondary Office Committee.



## Michael Heaner

Michael Heaner is a Kaufman Organization Partner. He is a 25-year veteran in the field of commercial real estate. In 1995 he joined the Kaufman Organization as a Managing Director, where he is considered a "Market Specialist." As a leasing and managing agent, his passion focuses on identifying and creating specialty and destination office buildings in New York City. Mr. Heaner taps into his vast knowledge of the office, loft and specialty-use real estate markets to help meet the needs of his clientele.

Since joining the firm, Mr. Heaner has represented countless high-profile clients in every industry imaginable including fashion, finance, architecture, real estate, marketing and public relations. His strong rooted long term client relationships are a direct result of his complete knowledge of their business.

During his tenure at the Kaufman Organization, Michael Heaner increased the company's client base substantially and created a new brokerage leasing division. He has been instrumental in developing strategies to help support the growth of the leasing team. Throughout his career Mr. Heaner has managed over 4 million sq. ft. of office space throughout New York City and currently handles over 1 million sq. ft. of Kaufman's building portfolio.

Michael Heaner has been quoted countless times as a top source on the real estate industry in New York newspapers and magazines including the New York Times, New York Post and Crain's New York Business.

Prior to joining the Kaufman Organization, Michael Heaner served as a tenant and landlord representative at Helmsley Spear after starting his real estate career as a leasing representative at East Gate Realty. Mr. Heaner earned his Bachelor of Business Administration degree from the University of Texas majoring in real estate and finance and is an active member of REBNY.



## Michael Kaufman

Mr. Kaufman is a Kaufman Organization Partner. Since joining the firm in 1997, Kaufman has developed proven strategies for targeting the needs of emerging office markets that have resulted into over \$100 million worth of successful leasing transactions.

Throughout his career, Kaufman has demonstrated a strong ability to help meet the needs of a variety of clients in a wide range of industries including software, biotechnology, fashion, dotcom, private equity companies and numerous professional service firms.

In addition, Kaufman helps lead the company's brokerage division and has been instrumental in building up the firm's strong leasing team. Kaufman also helped establish the sales team's methodology and prides himself on creating and maintaining strong, long-term relationships with clients.

Kaufman is a graduate from Penn State with a Bachelors of Science degree in real estate and finance. In his spare of time, Kaufman races his 1967 Corvette professionally at over 200 mph for Top Sportsman. "These hands know how to get dirty," says Kaufman.



## Leasing Services

As an established commercial real estate firm in New York City with 100 years of experience, the Kaufman Organization provides an exceptional level of service through its leasing brokerage team to companies of all sizes.

Consisting of highly qualified professionals with a thorough knowledge and understanding of the New York City office, retail and specialty-use real estate sectors, our leasing team offers clients a wide range of real estate services including tenant and landlord representation, sublease transactions, retail negotiations, strategic planning, site selection services, lease negotiations and renewals.

With experienced leasing specialists, our team is ready to provide clients with sound advice, while negotiating favorable leasing transactions for tenants and owners alike. The Kaufman Organization's sole objective is to get our clients the best deal and space possible. It is our reputation, combined with our team's strong personal relationships within the real estate community that allows us to provide this to each and every client, as well as provide a significant edge in today's marketplace.

If you are considering leasing or re-evaluating your commercial space needs and would like to receive additional information on how the Kaufman Organization can help you, please contact us at (212) 563-6252 or [leasing@kaufmanorganization.com](mailto:leasing@kaufmanorganization.com).

## Management Services

The majority of our portfolio of over 5 million square feet is under direct management. The Kaufman Organization is comprised of nearly 200 people with the experience to provide a professional level of service.

We are owners as well as managers; therefore treat each property equally by consistently applying our owner/manager philosophy. Being a New York company enables us to give our clients an insider edge.

### **We provide the following services:**

* Code Compliance	* Financial Planning	* Acquisition & Disposition Analysis
* 24/7 Emergency Coverage	* Municipal Filings	* Leasing Activity
* Maintenance Supervision	* Staffing & Payroll	* Union Relations
* Accounting & Reporting	* Budget & Variance Analysis	* Cash Management
* Construction Project Management		

# Kaufman Organization Portfolio Listing

Property	City	Type
450 Seventh Avenue	New York	NY Office
462 Seventh Avenue	New York	NY Office
470 Seventh Avenue	New York	NY Office
1407 Broadway <sup>3</sup>	New York	NY Office
519 Eighth Avenue	New York	NY Office
257-9 Canal Street	New York	NY Office
22 West 19th Street	New York	NY Office
111 West 19th Street	New York	NY Office
460 West 34th Street	New York	NY Office
212 West 35th Street	New York	NY Office
150 West 36th Street	New York	NY Office
132 West 36th Street	New York	NY Office
242 West 36th Street	New York	NY Office
1313 Broadway	New York	NY Retail
237 West 35th Street <sup>1</sup>	New York	NY Office
260 West 39th Street <sup>3</sup>	New York	NY Office
275 West 39th Street <sup>1</sup>	New York	NY Office
215 West 40th Street <sup>1</sup>	New York	NY Office
520 Eighth Avenue <sup>2</sup>	New York	NY Office
40 Worth Street <sup>2</sup>	New York	NY Office
1560 Broadway <sup>2</sup>	New York	NY Office
552 LaGuardia Place <sup>1</sup>	New York	NY Retail
264 5th Avenue <sup>1</sup>	New York	NY Retail/Residential
Kaufman Astoria Studios	Queens	NY Movie/TV Production Center
271 North Avenue	New Rochelle	NY Office
9 West Prospect Avenue	Mount Vernon	NY Office
10 Fiske Place	Mount Vernon	NY Office
1923-1931 Mott Avenue	Far Rockaway	NY Office
1920 Mott Avenue	Far Rockaway NY	Office/Retail
20 East 76th Street	New York	NY Hotel
229 East 79th Street	New York	NY Co-Op Residential
1904-1912 Mott Avenue	Far Rockaway	NY Retail
Morris & Mountain Avenues	Springfield	NY Retail
4 Welwyn Place	Great Neck NY	Retail
747 White Plains Road	White Plains NY	Retail
55-59 North Broadway	Tarrytown NY	Retail
69 North Broadway	Tarrytown NY	Retail
Foam Place	Far Rockaway	NY Retail/Industrial
4 Town House Circle	Great Neck	NY Co-Op Residential
1 Central Avenue	Tarrytown	NY Office
Underhill Road	Scarsdale	NY Co-Op Residential
37-35th Avenue	Astoria NY	Office/Retail
34-37 36th Street	Astoria NY	Movie/TV Studio & Post Production
25 Burns Street Gardens <sup>1</sup>	New York	NY Co - Op Residential
Total Owned/Managed: 38		

<sup>1</sup> Third Party Leasing and/or Management

<sup>2</sup> Owned with and managed by Newmark, Knight, Frank

<sup>3</sup> Exclusive Leasing Agent

All other properties owned and managed by the Kaufman Organization



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REAL ESTATE BOARD OF NEW YORK